

COMBINED

AUGUST 1, 1981

PRODUCTION SALE

Selling 100 Head

Spanish Fork, Utah

Preview of horses July 31

Celebrity entertainment

Sale Manager:
DEAN H. PARKER
P.O. BOX 3266
LOGAN, UTAH 84321
801/752-7701

ROBERT REDFORD / KEN JOHNSON

From Robert Redford's Double R Ranch

Rapid Lea 1971 Mare—Bred to Peppy's Humo Sire: Rapid Bar Dam: Yellow Nulmag	Maggie's Tinky Que 1973 Mare—Bred to Peppy's Humo Sire: Tinky's Espada Dam: Maggie's Bay	Tinky's Sherry 1974 Mare—Bred to Peppy's Humo Sire: Tinky's Espada Dam: Tender's Image
Sugar See Star 1976 Mare—Bred to Peppy's Humo Sire: Tuff Joe Jet Dam: Bar See Echola	Doe See Good 1975 Gelding Sire: Doe's Gold Mine Dam: Salin Bee	Doe's Lea Time 1975 Gelding Sire: Doe's Gold Mine Dam: Rapid Lea
Doe's Nug Bar 1979 Gelding Sire: Tuff Joe Jet Dam: Bar See Echola	Doe's Gold Jet 1979 Gelding Sire: Tuff Joe Jet Dam: Doe's Gold Mine	Doe's Penny 1980 Mare Sire: Doe's Gold Mine Dam: Penny Pop
Doe's Gold Mine 1979 Gelding Sire: Tuff Joe Jet Dam: Bar See Echola	Doe's Gold Jet 1979 Gelding Sire: Tuff Joe Jet Dam: Doe's Gold Mine	Doe's Penny 1980 Mare Sire: Doe's Gold Mine Dam: Penny Pop

From Ken Johnson's K&K Quarter Horse Ranch

Dandy Bonanza King 1979 Colt Sire: Basu Bonanza Dam: Pokey's Shady Lady	Tippy Can Too 1980 Colt Sire: Tippy Canoe Dam: Linda Lou Ben	Bobby Jo's Request 1979 Filly Sire: Bobby's Request Dam: Lady Ann	Boston Shady Lady 1979 Mare Sire: Boston Mac Dam: Pokey's Shady Lady
Buzz Bar Kamie 1980 Filly Sire: Buzz Bar Dam: Dorel	Unmanned Colt 1981 Colt Sire: Tru Tru Dam: Leo Bobbie	Unmanned Filly 1981 Filly Sire: Peppy's Humo Dam: Pokey's Shady Lady	

From Duane Fluckiger's Horseshoe Stables

Shane Sars Hit 1979 Dun Mare Sire: Men In Command Dam: Sporty Lady Six	Tee J Miss O'Hara 1979 Chestnut Mare Sire: Jackie See Dam: Flying Lady Jigga	Crustybar Bob 1977 Chestnut Gelding Sire: Crustybar Dam: Chickabobble	Hombre De Thrifty 1971 Bay Gelding Sire: Dell's Hombre Dam: Miss Thrifty Leo
Roy O'Hara 1979 Sorrel Mare Sire: Triple's Image Dam: Partner's Chula	Walla See Snip 1979 Chestnut Mare Sire: Walla Bonanza Dam: Cal's Little Gal	Star Bright Kay 1979 Red Roan Mare Sire: Shaps Star Dam: Red Kay's Ant	Shane Sars Hit 1979 Dun Mare Sire: Men In Command Dam: Sporty Lady Six

From Dean H. Parker's Logan River Ranch

Doe O'Lane Chex 2-year-old Bay Stallion Sire: Doe O'Lane Dam: Terry Chex by King Fritz Bred to be a future cutting champion.	Dry Cutter Rose Grey 2-year-old Filly Sire: Dry Ooc Dam: Miss Mero 9 80 days riding by Randy Charlier by sale time.	Twelve Gege Jane 1980 Filly Sire: Mr. Gunsmoke Dam: Jane's Request by King Request and out of Pood Jane Gunsmoke and Pood Tim's Cross	Filly Devine 1980 Filly Sire: Doe's Dee Bar Dam: One Deck One of the best of the Doe's Dee Bars.
1981 Unnamed Bay Filly Sire: Dry Doe Dam: Princess Ann by King Fritz She is an AQHA Champion and an AQHA Champion producer.	1979 Colt—Sorrel Sire: Doe's Melcock Dam: One Deck Doe Bar & Stan Deck cross.	One Deck Sire: Star Deck Dam: Star Rock Sells in foal to Nu Bar.	Lucky Request 1978 One-fifth Bt World's Champion Sire: King Request Dam: Lucky Nita by Lucky Blanton Sells with 1981 Mr. Gunsmoke at side.

From Thane E. Lancaster's Quarter Horses, Inc.

Beauquest Skip 1980 Sorrel Stallion Sire: Beau Bonanza Dam: Skippyduster by Starduster A beautiful colt with a world of promise.	Christi Dell 1980 Sorrel Mare Sire: Dell Kage Dam: Skippyduster A reserve grand champion mare. She is show ROM with points in 4 events: 8 Hatter, 7 Trail, 21 Western Pleasure, 1 Hunt Seat. Sells in foal to Tru Tru.	Lois Bright Garole 1975 Chestnut Mare Sire: Bright Red Dam: Leona Garole Sells with Winning Song foal at side and bred back to Winning Song.	Moana Anette 1977 Bay Mare Sire: Alamoana Bar (full brother to Keweenaw) Dam: Thelma Sells in foal to Winning Song.
Ms. Meadow Light 1980 Sorrel Filly Sire: Mighty Tru Dam: Meadow Duster A yearling filly that is Pure Class.	Booster Bar Ant 1977 Brown Mare Sire: Booster Bar Dam: Booster Ant A really super filly with a perfect broodmare pedigree.	Winchester Star 1980 Red Roan Mare Sire: Winchester Dam: Starnette The Winchester are winning, tough and here's a fancy red roan filly.	Winning Juan 1980 Grey Stallion Sire: Winning Song Dam: Jackie Jane A fancy grey colt by the beautiful Grand Champion stallion, Winning Song.

DEAN H. PARKER THANE E. LANCASTER & ASSOCIATES



Little In Command
1978 Sorrel Gelding
Sire: Port Command • Dam: Topsy Dividend

Comments

Believe it or not, we have a beef price war going on here in Denver between two rival grocery store chains—Safeway and King Soopers. Both are offering two grades of beef, Choice and Good with large price reductions on both. During this last month these stores were marking down a wide variety of red meat cuts almost daily.

So the war is on and it will surely spread across the country, many market specialists believe, because of the highly competitive nature of the retail food business.

While many of you may not be acquainted with King Soopers in Denver, we can assure you that this is a highly competitive chain offering a tremendous variety of products. They feature a "market within a market" at our local store, offering numerous products under generic labels. They also display posters in every aisle of the store featuring their "Generic Beef."

In a recent Denver Post article, Barbara Mihaljevich reported on generic labels. "Generic foods are an idea borrowed from France and generic labels first appeared on this country's grocery store shelves in the spring of 1977. Products bearing these stark black-and-white labels were earmarked by the absence of brand names. Furthermore, no expensive packaging or advertising was used to promote their sale. The no-frills food with no fancy price was here.

"Though plain, this food proved popular, and today more than 120 food companies carry anywhere from 10 to 100 generic items, ranging from canned corn to whole wheat bread. The furor over their appearance is dead, and now they are a normal part of the everyday scene at your food store."

Mihaljevich goes on to ask if consumers save by purchasing generic food items. Evidently they do.

However, while studying both stores' beefs—Safeway featuring Quality Beef, King Soopers featuring Generic Beef—we wonder why both don't simply offer Choice and Good grade beef. For years West Coast stores have offered the two grades to their customers. Both grades, however, are quality products and more over, the chains can offer price advantages, especially to the two

Cattle-on-feed report predicts marketings will increase 7%

Cattle feeders are expected to market 6.14 million head of cattle during the July through September quarter, 7% more than during the same quarter a year earlier, USDA said in its cattle-on-feed report.

Reports CNS, cattle-on-feed for the slaughter market on July 1 totaled 9.57 million head in the 23 states, 1% less than on July 1, 1980, USDA said. This is the smallest July 1 number on feed since 1976.

Both steer and heifer numbers in lighter weight groups were considerably lower than last year, while the number of cattle in heavier weight groups posted an increase over a year ago.

Cattle placements during the April through June

quarter totaled 5.95 million, 6% above the same quarter of 1980. Marketings during the April through June quarter totaled 5.59 million head, down 1% from a year earlier and the lowest since 1976, USDA said.

The July 1 cattle on feed inventory included 6.20 million steers and steer calves, 1% less than on July 1, 1980. Steers and steer calves represented 66% of the total July 1 inventory on feed both in 1981 and 1980, USDA said. Heifer and heifer calf numbers totaled 3.33 million head, 2% more than a year ago.

The 23-state cattle-on-feed report was generally friendly for the cattle feeding industry in the long term, according to livestock analysts contacted by CNS.

The seven-state placement figure for June, at 91% of a year earlier, was the most friendly part of the report, according to Dick Hummel, Farmers Grain and Livestock analyst. For the first time in the past year, Hummel said, marketings were larger than placements. About 1,439,000 head were marketed, compared with 1,313,000 placed during June, the report showed.

Because of the lower-than-anticipated placements for the second quarter, fewer cattle than earlier expected will be marketed in the third quarter, Tom Tippens, Pro Cattle Consultants analyst, said. There also will be fewer fed cattle in October (Continued on page 7)

STAMPEDE

By Jerry Palen



"And whatever you do, don't aggravate the judge."

Science panel will study hormone ban

The European Economic Community's agriculture ministers will defer the decision on whether to ban the use of sil hormones in cattle raising to a scientific panel, according to diplomatic sources in Brussels.

The ministers recently gave the European Commission nine months to recommend the extent of a hormone ban, based on the conclusions of a panel of scientists, which will be chosen soon, reports UCN.

In the meantime, all but five of the hormones used to fatten cattle will be banned. Of the five exempt, zeranol and trenbolone are synthetic and oestradiol, progesterone and testosterone are natural.

Presumably, the ban would apply to imports of most treated with hormones, they said. The U.S. and Australia ship meat to the EEC, and both use zeranol in cattle raising. Sources said the U.S. could lose a \$1.2-billion market, mostly in the export of offals.

If the scientific panel recommends a total ban and the ministers agree to impose it, the EEC could be forced to devise an import inspection system, sources said. Some member states have said they feel the cost of such a system would be prohibitive.

As exports involve more farmers and agribusinesses, banks will provide the bundle of services required to initiate and consummate the transactions, Minger said. These services will come about (Continued on page 7)

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Freedom of Information:

Meat packers protest abuses

By MARTHA WILLIAMS

Meat packing companies are using the Freedom of Information Act (FOIA) to get the government to release confidential commercial statistics that are "highly protected business secrets," according to Paul Korody of the National Meat Assn. (NMA) in testimony last week before both House and Senate subcommittees.

Korody, in testimony before the House government operations subcommittee and informal talks with the Senate subcommittee on the Constitution (Judiciary Committee), pointed out that the FOIA has no safeguards against

release of trade secrets and urged lawmakers to take action to ratify this deficiency in the act.

Korody said competing packers, armed with slaughter and processed

meat production figures, can over or under bid in order to gain an unfair competitive advantage and the company that has submitted the original in-

Three forces to have impact on ag lending, report bankers

Massive banking deregulation, widespread use of increasingly sophisticated electronics and major structural changes in agriculture will produce significant changes in farm lending,

bankers said at a recent American Bankers Assn. school.

Reports CNS, financial institutions will be offering a greater range of products and services, said Walter Minger, senior vice president for agribusiness, Bank of America.

Emerging from 50 years of tight regulations, bankers will face new challenges in meeting farm customer needs, said C.N. Finson, president, National Bank of Monticello, Monticello, Ill. Both were speaking at a press conference held during the American Bankers Assn. National Advanced Agricultural Banking School in Ames, Iowa.

Changes in the U.S. food system, as the sizes of farms become larger and the number of cooperatives increases, are modifying the services needed from banks, Minger said. Producers will need increasing amounts of initial and maintenance margin money to hedge production or inventories, he said. Bankers will also have to hedge on the money markets.

However, most bankers currently do not encourage borrowers to use futures in

risk management at this time, the speaker said. While some banks have required a limited number of borrowers to use futures hedges, most apparently do it sparingly. The reason, one banker said, is that most bankers do not understand futures well enough to use them well.

More capital will be provided by lines of credit as opposed to 90-day advances, he said, and there will be more leasing of assets, such as dairy cows and sows.

There will be an "explosion" in the use of electronically retrieved, stored and exchanged information, Minger said. The growing use of computers and remote terminals will encourage the banks and customers use of the latest information relating to finance, markets, weather, global economic and political data.

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